

Message Text

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PAGE 01 TEL AV 06021 221141Z

41

ACTION NEA-10

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PLEASE PASS ALSO
DEPARTMENT OF COMMERCE FOR CHARLES HOSTLER

E.O. 11652: NA
TAGS: ETRD, IS
SUBJ: TELEPHONECALLFROM CONGRESSMAN JAMES SCHEUER RE ARAB
BOYCOTT

REF: MORRISON (NEA) TELCON SEPT 19

1. CONGRESSMAN JAMES SCHEUER (D-N.Y.) TELEPHONED COMMERCIAL
ATTACHE COLLINS AT HOME NIGHT OF SEPT 16 INQUIRING ABOUT IMPORT
OF ARAB BOYCOTT AGAINST ISRAEL. IN RESPONSE COLLINS' REQUEST,
CONGRESSMAN AGREED THAT COLLINS CALL HIM BACK FOLLOWING DAY. WHEN
COLLINS RETURNED CALL SEPT 17, CONGRESSMAN ASKED FOLLOWING
QUESTIONS:

A. HOW EFFECTIVE HAS BOYCOTT BEEN AGAINST ISRAEL?

B. DID COLLINS WRITE REPORT ON HIS VISIT TO U.S. IN JU/JULY
ON BUSINESS CONSULTATION?

C. IF SO, HOW CAN HE OBTAIN COPY OF REPORT?

D. DID COLLINS OFFER RECOMMENDATIONS ON HOW EFFECTS OF ARAB
BOYCOTT COULD BE MITIGATED OR NEGATED?

E. DID COLLINS DISCOVER DURING VISIT THAT AMERICAN FIRMS OBJECT
TO DOING BUSINESS WITH ISRAEL SO AS NOT TO JEOPARDIZE THEIR
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PAGE 02 TEL AV 06021 221141Z

COMMERCIAL OPPORTUNITIES IN ARAB COUNTRIES?

F. HOW MANY COMPANIES DID COLLINS VISIT AND WHERE WERE THEY CONCENTRATED GEOGRAPHICALLY?

G. WHAT IS COLLINS' PERSONAL VIEW ON WHAT CONGRESS COULD DO ABOUT BOYCOTT?

2.1 REGARDING A, COLLINS RESPONDED THAT EMBASSY HAS LITTLE EVIDENCE ON OPERATION OF BOYCOTT AND IS UNCERTAIN AS TO ITS REAL EFFECTIVEOESS, PARTICULARLY SINCE TWO OTHER FACTORS BEAR ON SUBJECT. THESE ARE MILITARY/SECURITY/SITUATION WHICH INHIBITS AMERICAN BUSINESSMEN FROM INVESTING IN ISRAEL, AND WORLD RECESSION WHICH HAS CURBED ALL FOREIGN INVESTMENT. IT IS DIFFICULT, IF NOT IMPOSSIBLE, TO SEPARATE THREE FACTORS. IN ANY EVENT, WASHINGTON HAS MORE INFORMATION ON BOYCOTT THAN EMBASSY AND QUESTIONS SHOULD BE ADDRESSED TO ASSISTANT SECRETARIES SOBER AND HOSTLER IN STATE AND COMMERCE.

3. REGARDING B, C, AND D, COLLINS CONFIRMED THAT REPORT HAD BEEN WRITTEN AND SUBMITTED TO APPROPRIATE OFFICIALS IN STATE AND COMMERCE.

4. REGARDING E, COLLINS RESPONDED THAT ALTHOUGH HE HAD FOUND SMALL NUMBER OF FIRMS APPARENTLY CONCERNED ABOUT

PROTECTING THEIR LARGER MARKETS IN ARAB COUNTRIES BECAUSE

OF SENSE OF OBLIGATION TO THEIR STOCKHOLDERS, HE TALKED TO LARGER NUMBER OF FIRMS EAGER TO DO BUSINESS WITH ISRAEL.

5. REGARDING F, COLLINS SAID THAT HE VISITED ABOUT 20 FIRMS SPREAD ACROSS COUNTRY.

6. REGARDING G, COLLINS RESPONDED THAT ISSUE INVOLVED ASPECTS BEYOND COMPETENCE OF COMMERCIAL ATTACHE AND QUESTIONS SHOULD BE ADDRESSED TO HIS SUPERIORS IN WASHINGTON. CONORESSMAN SCHEUER CONTINUED TO PRESS THIS POINT IN IRRITATED TONE OF VOICE AND COLLINS LIMITED OFFICIAL USE

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PAGE 03 TEL AV 06021 221141Z

RESPONDED THAT IN HIS VIEW, APPROACH OUR GOVERNMENT IS TAKING IS BEST ONE IN CIRCUMSTANCES SINCE ANY OTHER APPROACH COULD ONLY BE COUNTERPRODUCTIVE AND UNDERMINE OUR EFDORTS TO ACHIEVE AN ARAB/ISRAELI ACCOMMODATION. IF OUR PEACE INITIATIVE IS SUCCESSFUL, NO LEGISLATIVE REMEDIES WILL BE NECESSARY, BUT IF PEACE EFFORTS FAIL, ALL LEGISLATIVE REMEDIES IN WORLD WON'T HELP. THEREFORE, RESOLUTION OF DEEPER ARAB/ISRAELI CONFLICT IS ONLY ENDURING SOLUTION TO ARAB BOYCOTT. COLLINS CONCLUDED

BY REMINDING CONGRESSMAN ONCE AGAIN THAT HE SHOULD ADDRESS
HIS INQUIRIES TO ASSISTANT SECRETARIES SOBER AND HOSTLER.
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